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UNCLAS THE HAGUE 001784

SIPDIS

RUEHRL/AMEBASSY BERLIN 2670
RHFJUSC/U.S. CUSTOMS SERVICE WASHDC 7814
USDOC FOR 3133/USFCS/OIO/OWE/ESLETTEN/PBUCHER
USDOC FOR 4212/USFCS/MAC/EUR/OWE/DDEFALCO
USDOC FOR 532/OEA/ST WADDY/MICHELLE ZAGER

E.O. 12958: N/A

TAGS: [BEXP](#) [KOMC](#) [ETTC](#) [NL](#)

SUBJECT: POST-SHIPMENT VERIFICATION ON
ENERGIE EN MILIEUTECHNISCHE ADVIESBUREAU DAM

REF: USDOC 02275, USDOC 02999, USDOC 05312,
USDOC 18479, USDOC 19897, USDOC 01079

1. PER REF 02275, THE BUREAU OF INDUSTRY AND SECURITY REQUESTED POST THE HAGUE TO CONDUCT A POST-SHIPMENT VERIFICATION (PSV) ON ENERGIE EN MILIEUTECHNISCHE ADVIESBUREAU DAM (ABBREVIATED: EMAC). EMAC IS THE END-USER OF A THERMAL IMAGING CAMERA. SUBJECT ITEM IS SOLD BY LICENSE APPLICANT MIKRON INFRARED, INC., OAKLAND, NEW JERSEY.

2. WITH AUTHORIZATION VIA E-MAIL FROM MR TOM ANDRUKONIS, DIRECTOR, OFFICE OF ENFORCEMENT ANALYSIS, FSN NATASHA KEYLARD PERFORMED THE PSV ON EMAC. FSN KEYLARD VISITED EMAC ON JULY 8, 2003, AND MET WITH THE COMPANY DIRECTOR, MR. FRANS VAN DAM. FSN KEYLARD PREVIOUSLY MET MR. FRANS VAN DAM WITH CO WARD IN DURING A PRE-SHIPMENT VERIFICATION IN OCTOBER, 2002. MR. FRANS VAN DAM IS AN ENERGY SPECIALIST CONSULTANT AND WORKS OUT OF HIS HOME. MR. FRANS VAN DAM IS A CONSULTANT AND INSPECTOR IN THE AREA OF ENERGY EFFICIENCY. HE ADVISES COMPANIES, PRIVATE INDIVIDUALS AND PARTS OF THE DUTCH GOVERNMENT ON HOW TO MAKE HOMES MORE ENERGY EFFICIENT.

3. FSN KEYLARD VIEWED A THERMAL IMAGER WITH THE FOLLOWING IDENTIFYING MARKS:

- BRAND: NEC THERMO TRACER
- TYPE: TH7102WX
- SERIAL NO. 2060675
- NEC SAN-EI INSTRUMENTS LTD STICKER ON THE SIDE OF THE IMAGER STATING MADE IN USA

4. THE THERMAL IMAGER WILL BE USED FOR: PREVENTIVE MAINTENANCE, RESEARCH AND DEVELOPMENT IN THE MEDICAL AREA, AND TRAINING PURPOSES TO PROMOTE THE SALE AND USE OF THERMAL IMAGERS. MR. VAN DAM HAS TAKEN FLIR'S LEVEL I THERMAL IMAGER TRAINING IN BOSTON. ALTHOUGH HE INITIALLY PLANNED TO TAKE THE FLIR LEVEL II TRAINING, HE HAS SWITCHED TO TRAININGS PROVIDED BY ACADEMY, ANOTHER US FIRM PROVIDING TRAINING ON THIS SYSTEM. HE HAS JUST COMPLETED A TRAINER COURSE WITH ACADEMY, WHICH ALLOWS HIM TO TRAIN PROSPECTIVE TRAINERS. IN THE NEAR FUTURE, MR. VAN DAM INTENDS TO TAKE THE ACADEMY EQUIVALENT OF THE FLIR LEVEL II TRAINING.

5. IN REFERENCE TO HIS TRAINING ACTIVITIES, MR. VAN DAM MIGHT BE CONDUCTING SESSIONS ABROAD. DEMONSTRATING HIS EAGERNESS TO COMPLY WITH THE LICENSE CONDITIONS, MR. VAN DAM INQUIRED WHETHER HE IS PERMITTED TO TAKE THE THERMAL IMAGER ABROAD WITH HIM FOR TRAINING AND DEMONSTRATION PURPOSES. THIS MATTER IS UNDER REVIEW AT BIS.

6. ON THE MATTER OF A DISCREPANCY IN SUBJECT PRODUCT'S DOLLAR VALUE, MR. VAN DAM WAS ABLE TO PRODUCE AN INVOICE, WHICH SHOWED THAT THE CAMERA COST 29,850 EUROS (DATED: SEPTEMBER 2002), EXCLUDING ACCESSORIES.

7. TO ENSURE MR. VAN DAM IS AWARE OF THE CONDITIONS UNDER WHICH THE EXPORT LICENSE WAS GRANTED, WE REVIEWED THE CONDITIONS ONCE AGAIN. MR. VAN DAM UNDERSTANDS HIS OBLIGATIONS.

8. REGARDING THE SECURITY OF THE THERMAL IMAGER, FSN KEYLARD FOUND THAT THE UNIT IS STORED IN A LARGE UNLOCKED CASE AND STORED IN AN AREA OF THE ATTIC (WHERE HIS OFFICE IS LOCATED), TO KEEP IT OUT OF SIGHT. HIS HOME IS LOCKED AND SECURE WHEN HIS IS NOT THERE. HE WILL BE MOVING TO A NEW RESIDENCE TOWARD THE END OF THIS YEAR, WHICH WILL HAVE A LOCKED VAULT LARGE ENOUGH TO STORE THE THERMAL IMAGER AND ITS ACCESSORIES. HIS NEW RESIDENCE WILL BE IN CLOSE PROXIMITY TO HIS CURRENT ONE. WHEN THE TIME COMES, HE WILL BE PROVIDING POST WITH A CHANGE OF ADDRESS NOTIFICATION.

9. IN ADDITION, MR. VAN DAM WILL BE RETURNING THE THERMAL IMAGER TO NEC SAN-EI INSTRUMENTS LTD. IN A FEW WEEKS TO HAVE THE INFRARED SENSOR REPLACED BECAUSE IT IS NOT PROJECTING IMAGES OF A SATISFACTORY QUALITY.

10. CONCLUSION: POST CONDUCTED THIS POST-SHIPMENT VERIFICATION IN ACCORDANCE WITH INSTRUCTIONS PROVIDED. POST

CONFIRMS THAT SUBJECT PRODUCT HAS NOT BEEN RE-EXPORTED OR
RESOLD AND IT APPEARS TO BE USED IN ACCORDANCE WITH OUTLINED
CONDITIONS. MR. VAN DAM WAS AGAIN EAGER TO MEET WITH AN
EMBASSY OFFICIAL, VERY FORTHCOMING IN HIS PROVISION OF
INFORMATION AND METICULOUS IN RECORD-KEEPING. HE AND HIS
SURROUNDINGS LEFT A VERY FAVORABLE IMPRESSION.
(CS THE HAGUE/KEYLARD/WARD) SOBEL